

PEOPLE IN BUSINESS

Springfield Technical Community College announced the appointments of **Kelly Galanis**, of Westfield, as director of operations and donor relations, and **Keith Paul**, of South Hadley, as director of communications and marketing.

In her new role, Galanis will manage scholarship programs, the college foundation and outreach to donors and alumni, among other responsibilities.

Galanis joins STCC after nearly 14 years at Westfield



KELLY GALANIS

State University, where she most recently served as associate director of advancement information and communications services. She previously served as associate director of alumni services and as systems and research manager of advancement and university relations.

Galanis previously worked at Bay Path University and also has adjunct teaching experience at both institutions in the areas of communications, information management and e-business and social media.

Galanis has extensive experience in managing and developing advancement services, including planning, overseeing and executing fundraising events Galanis earned her associate and bachelor's degrees in legal studies and a master's degree in communication and information management from Bay Path.

In his new role, Paul will plan and execute strategic communications and marketing programs that promote the college, among other responsibilities. Paul most recently served as director of marketing and recruitment for continuing



KEITH PAUL

and professional education at the University of Massachusetts at Amherst. He brings nearly 18 years of experience in marketing and communications and 12 years of experience teaching online journalism at UMass.

Paul earned a bachelor's degree in sociology from UMass and a certificate in design theory from the Rhode Island School of Design. He is a graduate of the executive program in marketing at Northwestern University.

Raymond Lanza-Weil, of Buckland, has joined Way Finders' subsidiary Common Capital Inc. as its president, following the retirement of Christopher Sikes after 30 years in that role. As Common Capital's new president, Lanza-Weil will develop the direction and focus of the organization's short- and long-term strategies and work to secure capital and resources that will position Common Capital for continued success.

Lanza-Weil began his pro-